

March 12, 2020
Rhode Island Commerce Corporation

ADDENDUM NO. 2

**REQUEST FOR PROPOSALS
LEAD GENERATION PLATFORM**

The Rhode Island Commerce Corporation is seeking Request for Proposals from vendors to provide a lead generation database platform.

*****DEADLINE EXTENSION*****

**THE DEADLINE FOR THIS RFP HAS BEEN CHANGED.
THE NEW DEADLINE IS MARCH 19, 2020 AT 2:00PM EST**

Questions & Answers

Question #1: On the MBE form, what would the Solicitation Number and Project Name be?

Answer #1: The solicitation number is **RFP-2256** and project name is **Lead Generation Platform**

Question #2: Where can I find the RFP Response Certification Cover Form?

Answer #2: The Response Certification Cover Form has been posted as Addendum No. 1

Question #3: In the Evaluation Criteria, what does “Qualifications of Personnel” entail?

Answer #3: Desired qualifications are the same as those listed under “Scope of Work”; this also includes any relevant experience serving either public or private sector clients, with measurable success.

Question #4: When comparing domestic vs. international leads, does Rhode Island Commerce prioritize one over the other?

Answer #4: In terms of outreach, the business development team at Rhode Island Commerce currently focuses more domestic growth opportunities, due to the costs associated with international travel and trade missions. However, the chosen lead generation tool should be versatile enough to deliver equal value on both ends, as the priorities of business development can fluctuate between the two.

Question #5: Do the physical copies of the RFP need to be delivered by the deadline, or only electronic copies? Is there any flexibility?

Answer #5: Both physical and electronic versions must be received by the deadline to be considered. **As noted above, the deadline for this project has been extended to March 19, 2020**

***End of Addendum ***